

GLACIER DISTILLING

SBDC AT FLATHEAD VALLEY COMMUNITY COLLEGE
-CORAM, MT-

Nicolas (Nic) Lee owns Glacier Distilling in Coram, Montana. Glacier Distilling began operations in January 2010, and has seen significant growth over the course of several years. The distillery is right on the way to Glacier National Park, and thus is extremely busy during the summertime in conjunction with the tourism season. As the business grows, the demand increases and so does the need to create an inventory that can sustain a growing market. Nic quickly realized that he needed to develop inventory during the winter months. Nic met up with Chris Parson, Director of the SBDC at Flathead Valley Community College, to discuss financing options available to help build up his inventory. Chris worked with Nic to craft a business plan and develop cash flow projections, with which Nic approached several lenders and

was easily able to obtain a loan to help the distillery be more prepared for the 2013 season. Chris also helped Nic apply for an Incumbent Working Training grant; Nic used the funds to attend a workshop on producing Brandy, and hopes to develop a new product offering soon. We can't wait!



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